



# November 2021

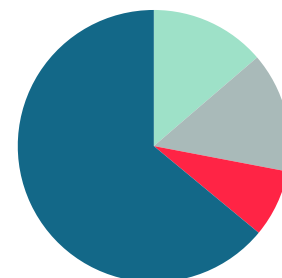
Area Delimited by County Of Mayes



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	53	48	-9.43%
Pending Listings	46	50	8.70%
New Listings	69	62	-10.14%
Median List Price	150,000	159,500	6.33%
Median Sale Price	170,000	157,500	-7.35%
Median Percent of Selling Price to List Price	97.09%	98.50%	1.45%
Median Days on Market to Sale	24.00	30.00	25.00%
End of Month Inventory	362	224	-38.12%
Months Supply of Inventory	7.91	4.17	-47.33%



■ Closed (13.71%)  
■ Pending (14.29%)  
■ Other OffMarket (8.00%)  
■ Active (64.00%)

**Absorption:** Last 12 months, an Average of **54** Sales/Month  
**Active Inventory** as of November 30, 2021 = **224**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **38.12%** to 224 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **4.17** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **7.35%** in November 2021 to \$157,500 versus the previous year at \$170,000.

#### Median Days on Market Lengthens

The median number of **30.00** days that homes spent on the market before selling increased by 6.00 days or **25.00%** in November 2021 compared to last year's same month at **24.00** DOM.

#### Sales Success for November 2021 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 62 New Listings in November 2021, down **10.14%** from last year at 69. Furthermore, there were 48 Closed Listings this month versus last year at 53, a **-9.43%** decrease.

Closed versus Listed trends yielded a **77.4%** ratio, up from previous year's, November 2020, at **76.8%**, a **0.79%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR<sup>®</sup>

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS<sup>®</sup> are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR<sup>®</sup>

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com



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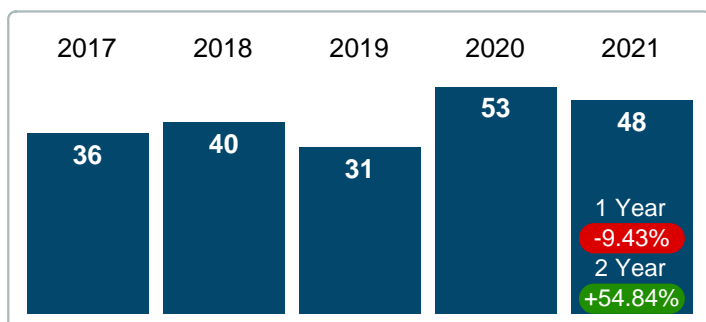
Area Delimited by County Of Mayes



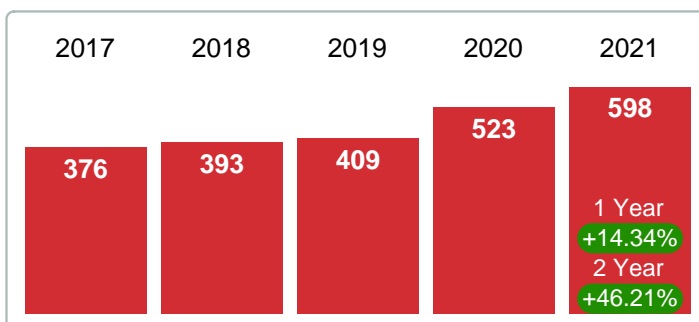
## CLOSED LISTINGS

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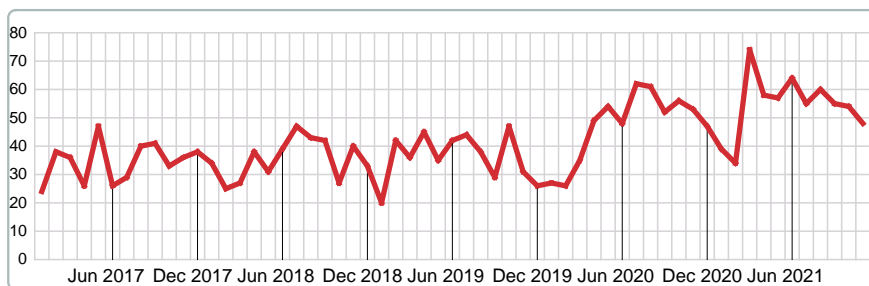
### NOVEMBER



### YEAR TO DATE (YTD)

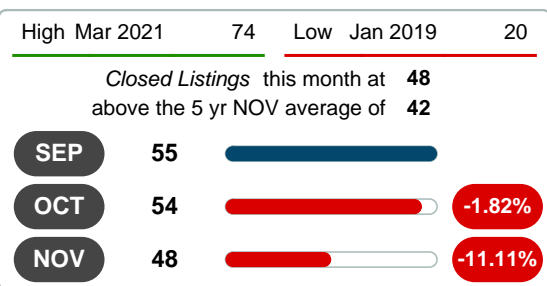


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 42



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.17%	179.5	2	0	0	0
\$25,001 - \$75,000	6	12.50%	61.5	4	2	0	0
\$75,001 - \$125,000	9	18.75%	20.0	1	7	1	0
\$125,001 - \$200,000	12	25.00%	22.0	1	10	1	0
\$200,001 - \$300,000	8	16.67%	31.5	1	5	2	0
\$300,001 - \$400,000	5	10.42%	65.0	0	4	1	0
\$400,001 and up	6	12.50%	20.5	2	2	1	1
<b>Total Closed Units</b>	<b>48</b>			<b>11</b>	<b>30</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>10,122,000</b>	<b>100%</b>	<b>30.0</b>	<b>1.73M</b>	<b>6.25M</b>	<b>1.72M</b>	<b>422.50K</b>
<b>Median Closed Price</b>	<b>\$157,500</b>			<b>\$45,000</b>	<b>\$166,000</b>	<b>\$288,000</b>	<b>\$422,500</b>



# November 2021

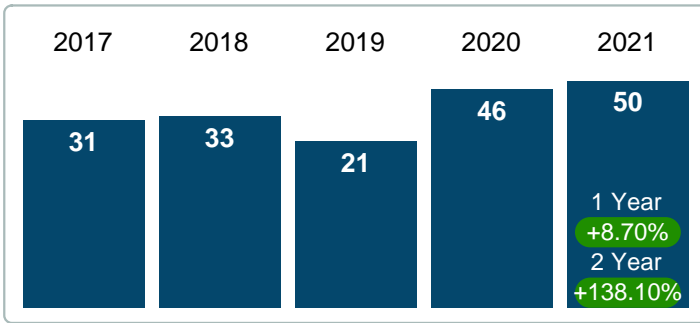
Area Delimited by County Of Mayes



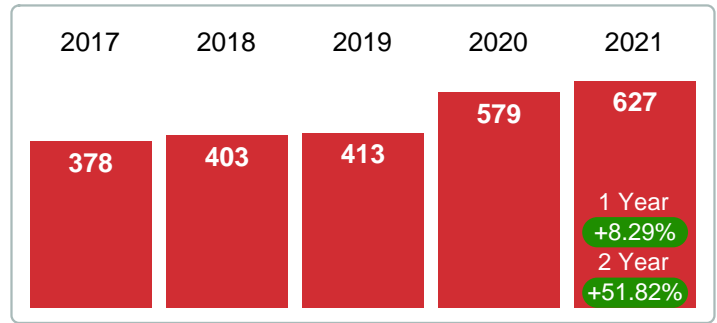
## PENDING LISTINGS

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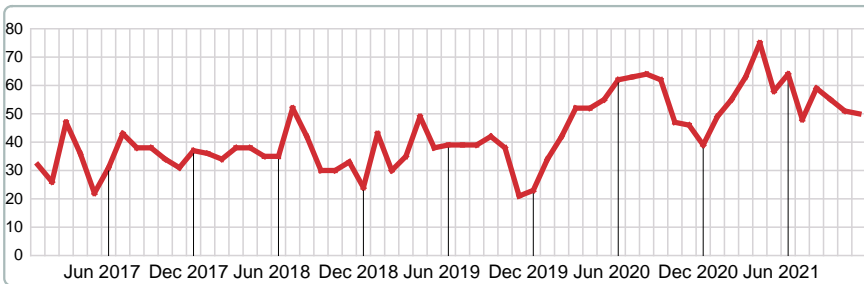
### NOVEMBER



### YEAR TO DATE (YTD)

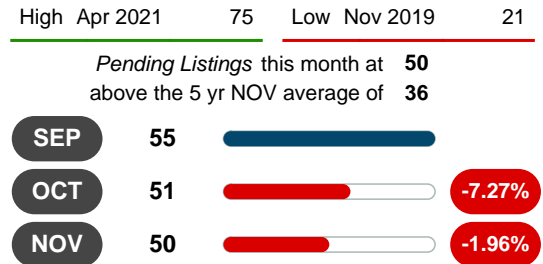


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 36



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.00%	65.5	3	1	0	0
\$40,001 - \$70,000	8	16.00%	126.5	6	2	0	0
\$70,001 - \$110,000	6	12.00%	45.0	4	2	0	0
\$110,001 - \$210,000	13	26.00%	19.0	2	9	2	0
\$210,001 - \$290,000	6	12.00%	7.0	0	5	1	0
\$290,001 - \$420,000	8	16.00%	43.5	3	4	0	1
\$420,001 and up	5	10.00%	50.0	1	3	1	0
<b>Total Pending Units</b>	<b>50</b>			<b>19</b>	<b>26</b>	<b>4</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>12,069,830</b>	<b>100%</b>	<b>40.0</b>	<b>2.65M</b>	<b>8.13M</b>	<b>967.30K</b>	<b>324.90K</b>
<b>Median Listing Price</b>	<b>\$147,500</b>			<b>\$72,500</b>	<b>\$182,250</b>	<b>\$191,200</b>	<b>\$324,900</b>



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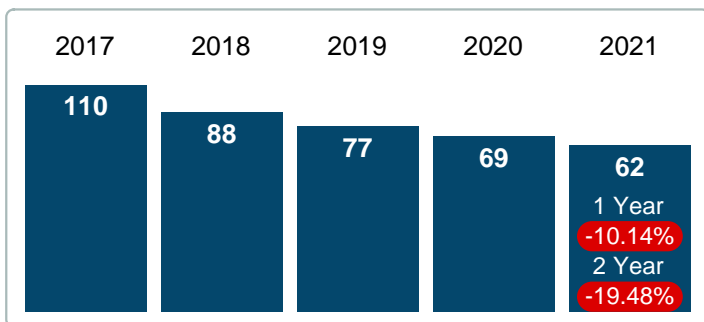
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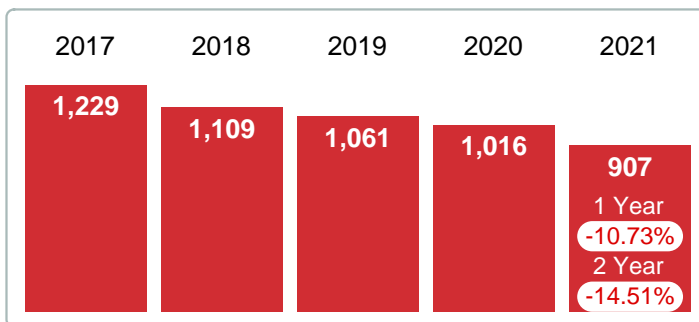
## NEW LISTINGS

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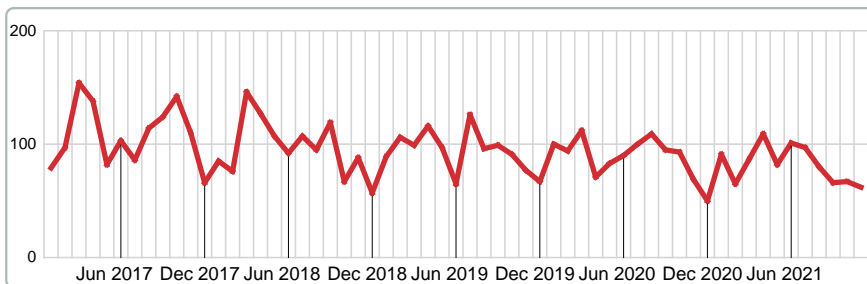
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

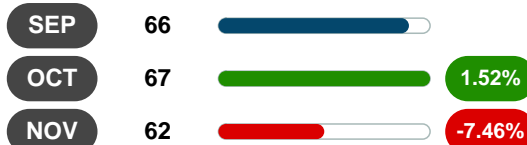


### 3 MONTHS

5 year NOV AVG = 81

High Mar 2017 154 Low Dec 2020 50

New Listings this month at **62**  
 below the 5 yr NOV average of **81**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.68%	5	1	0	0
\$50,001 - \$100,000	7	11.29%	4	3	0	0
\$100,001 - \$175,000	10	16.13%	5	5	0	0
\$175,001 - \$275,000	12	19.35%	1	8	3	0
\$275,001 - \$425,000	13	20.97%	2	5	6	0
\$425,001 - \$875,000	7	11.29%	4	1	1	1
\$875,001 and up	7	11.29%	2	2	2	1
<b>Total New Listed Units</b>	<b>62</b>		<b>23</b>	<b>25</b>	<b>12</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>21,053,450</b>	<b>100%</b>	<b>6.75M</b>	<b>7.41M</b>	<b>5.16M</b>	<b>1.73M</b>
<b>Median New Listed Listing Price</b>	<b>\$245,000</b>		<b>\$125,500</b>	<b>\$196,000</b>	<b>\$337,500</b>	<b>\$867,000</b>



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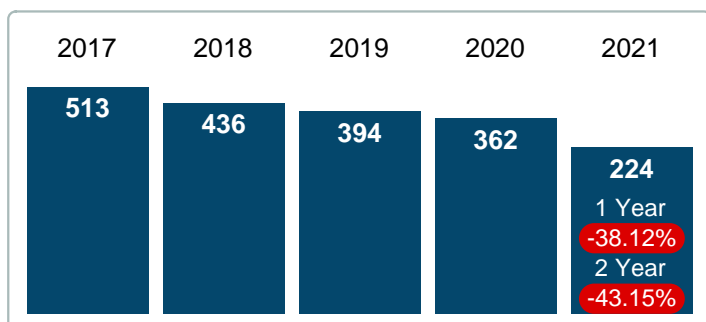
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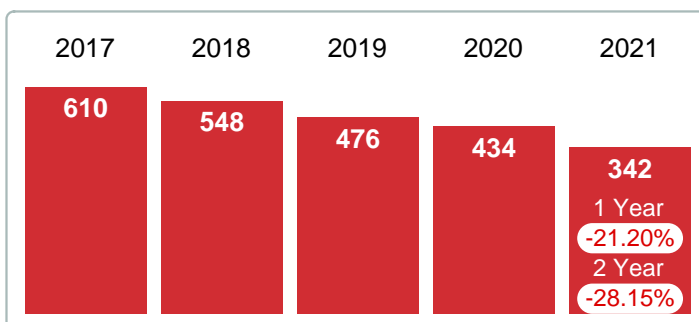
## ACTIVE INVENTORY

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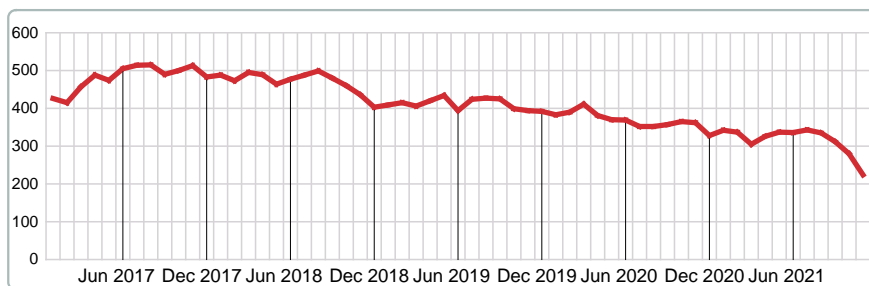
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

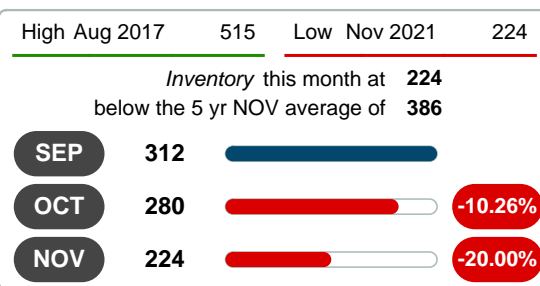


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 386



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	22	9.82%	257.5	22	0	0	0
\$25,001 - \$50,000	21	9.38%	139.0	20	1	0	0
\$50,001 - \$125,000	42	18.75%	86.0	28	13	1	0
\$125,001 - \$275,000	53	23.66%	66.0	22	27	3	1
\$275,001 - \$425,000	34	15.18%	89.0	13	13	8	0
\$425,001 - \$875,000	29	12.95%	95.0	11	9	3	6
\$875,001 and up	23	10.27%	90.0	9	5	5	4
Total Active Inventory by Units		224		125	68	20	11
Total Active Inventory by Volume		82,641,579	100%	33.99M	22.99M	12.65M	13.01M
Median Active Inventory Listing Price		\$195,000		\$90,000	\$239,950	\$376,750	\$825,000



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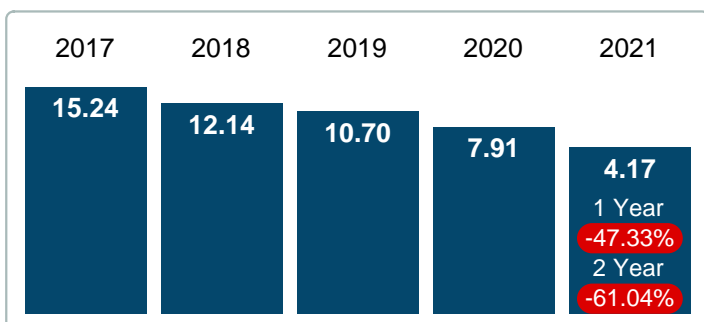
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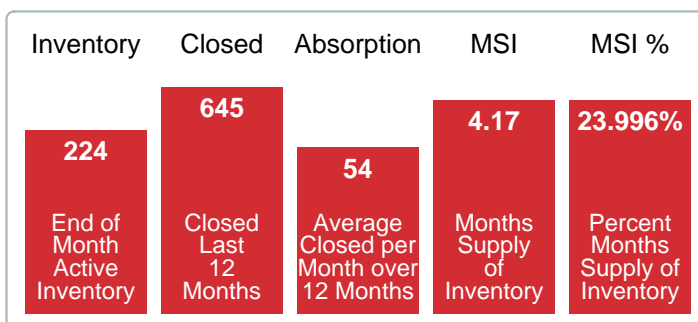
## MONTHS SUPPLY of INVENTORY (MSI)

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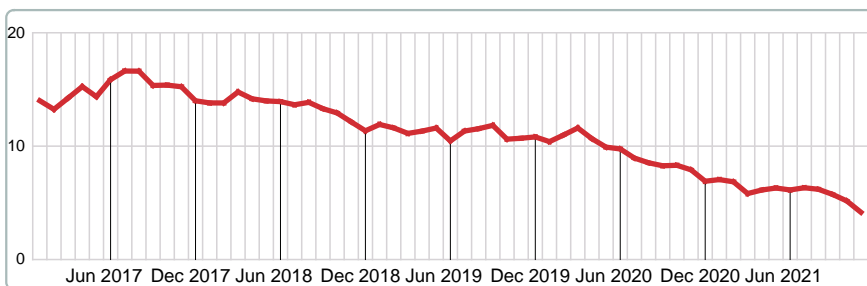
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021

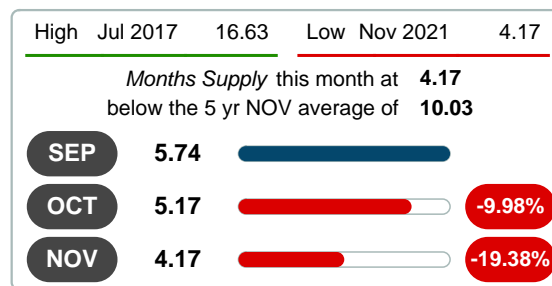


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 10.03



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	22	9.82%	6.00	6.44	0.00	0.00	0.00
\$25,001 - \$50,000	21	9.38%	4.85	6.00	1.33	0.00	0.00
\$50,001 - \$125,000	42	18.75%	2.85	4.10	1.81	1.50	0.00
\$125,001 - \$275,000	53	23.66%	2.60	6.44	1.92	1.20	2.40
\$275,001 - \$425,000	34	15.18%	5.44	17.33	3.90	4.00	0.00
\$425,001 - \$875,000	29	12.95%	7.40	10.15	7.20	3.27	9.00
\$875,001 and up	23	10.27%	55.20	108.00	0.00	60.00	16.00
Market Supply of Inventory (MSI)	4.17		4.17	6.61	2.53	3.12	6.95
Total Active Inventory by Units	224	100%	4.17	125	68	20	11



# November 2021

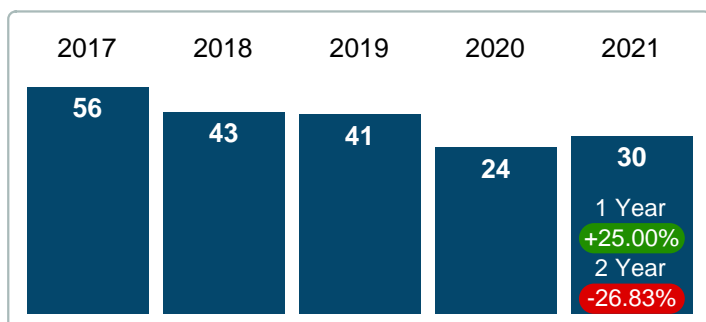
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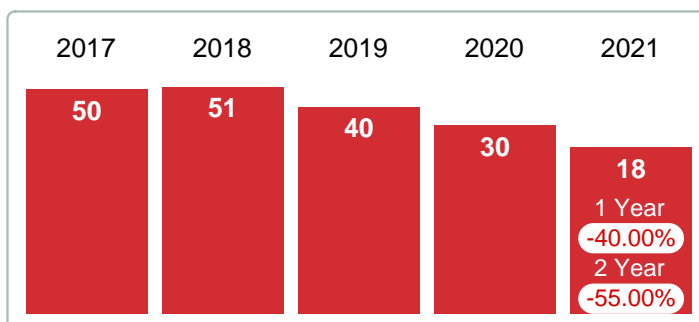
## MEDIAN DAYS ON MARKET TO SALE

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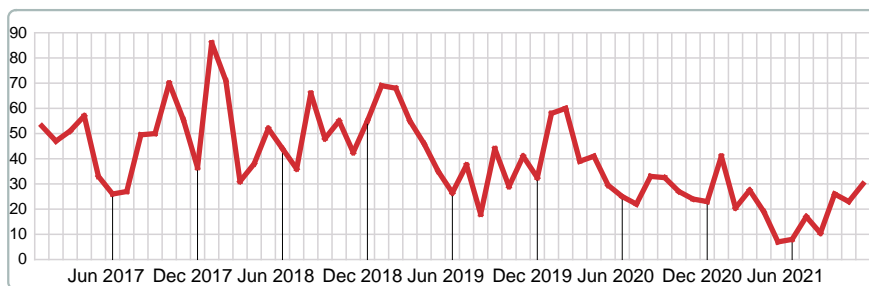
### NOVEMBER



### YEAR TO DATE (YTD)

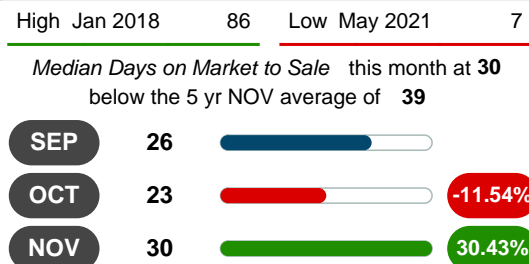


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 39



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4.17%	180	180	0	0	0
\$25,001 - \$75,000	12.50%	62	115	24	0	0
\$75,001 - \$125,000	18.75%	20	9	27	20	0
\$125,001 - \$200,000	25.00%	22	146	9	94	0
\$200,001 - \$300,000	16.67%	32	71	13	29	0
\$300,001 - \$400,000	10.42%	65	0	55	65	0
\$400,001 and up	12.50%	21	49	15	70	26
Median Closed DOM		30	96	16	58	26
Total Closed Units	100%	30.0	11	30	6	1
Total Closed Volume		10,122,000	1.73M	6.25M	1.72M	422.50K



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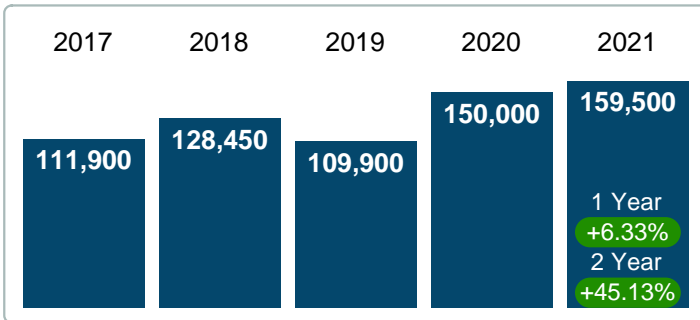
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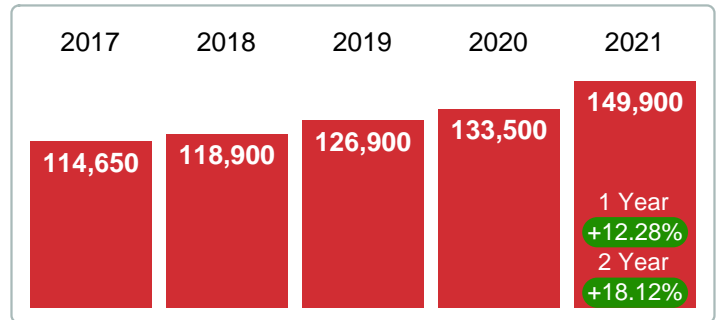
## MEDIAN LIST PRICE AT CLOSING

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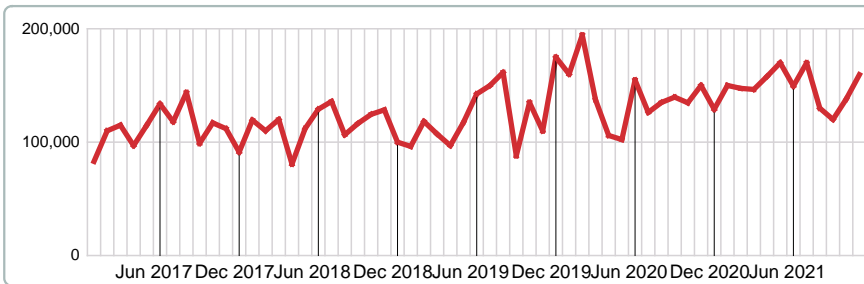
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

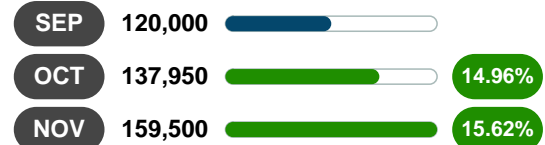


### 3 MONTHS

5 year NOV AVG = 131,950

High Feb 2020 194,450 Low Apr 2018 80,700

Median List Price at Closing this month at **159,500**  
above the 5 yr NOV average of **131,950**



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4.17%	19,250	19,250	0	0	0
\$25,001 - \$75,000	10.42%	49,900	47,450	52,000	0	0
\$75,001 - \$125,000	22.92%	110,000	119,900	98,750	122,750	0
\$125,001 - \$200,000	20.83%	149,950	149,900	150,000	0	0
\$200,001 - \$300,000	16.67%	231,950	239,900	222,000	279,900	0
\$300,001 - \$400,000	8.33%	363,000	0	342,500	376,939	0
\$400,001 and up	16.67%	459,500	534,500	419,950	590,000	450,000
Median List Price		159,500	55,000	172,000	319,450	450,000
Total Closed Units	100%	159,500	11	30	6	1
Total Closed Volume		10,558,776	1.81M	6.43M	1.87M	450.00K





# November 2021

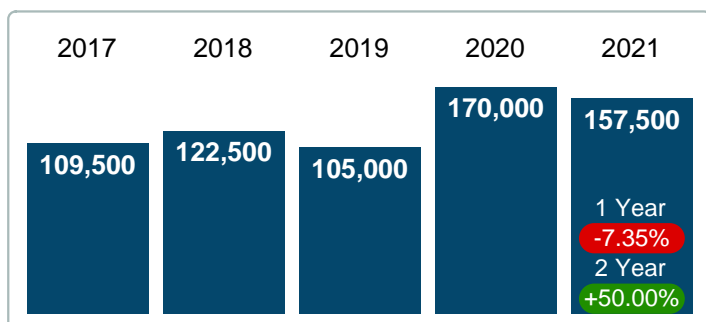
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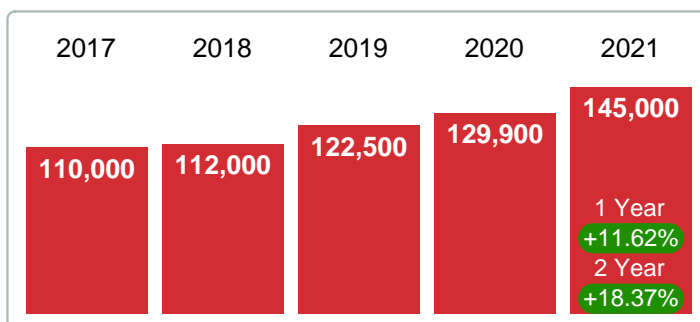
## MEDIAN SOLD PRICE AT CLOSING

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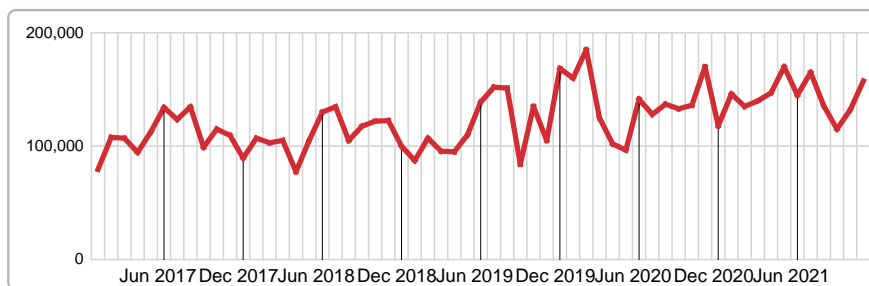
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

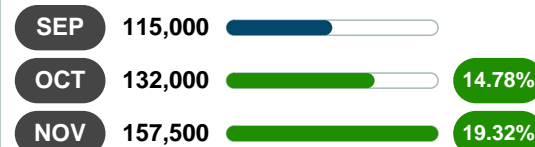


### 3 MONTHS

5 year NOV AVG = 132,900

High Feb 2020 185,000 Low Apr 2018 77,500

Median Sold Price at Closing this month at 157,500 above the 5 yr NOV average of 132,900



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.17%	17,750	17,750	0	0	0
\$25,001 - \$75,000	6	12.50%	45,000	44,950	56,000	0	0
\$75,001 - \$125,000	9	18.75%	105,000	120,000	100,000	109,900	0
\$125,001 - \$200,000	12	25.00%	151,250	135,000	157,500	134,300	0
\$200,001 - \$300,000	8	16.67%	247,500	210,000	225,000	288,000	0
\$300,001 - \$400,000	5	10.42%	352,000	0	351,000	352,000	0
\$400,001 and up	6	12.50%	500,000	527,500	577,100	545,000	422,500
Median Sold Price			157,500	45,000	166,000	288,000	422,500
Total Closed Units		100%	157,500	11	30	6	1
Total Closed Volume			10,122,000	1.73M	6.25M	1.72M	422.50K



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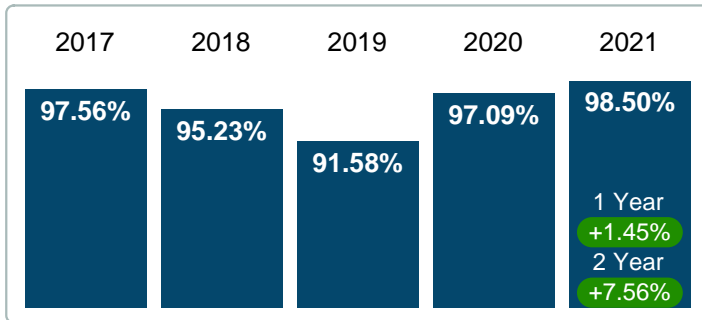
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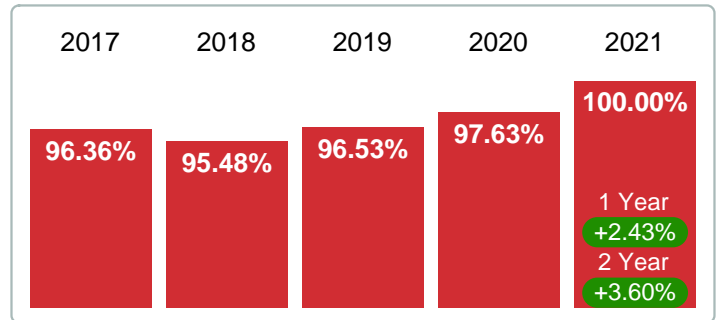
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 13, 2021 for MLS Technology Inc.

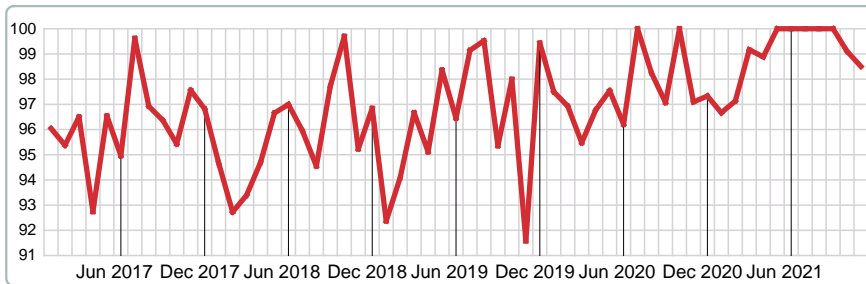
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

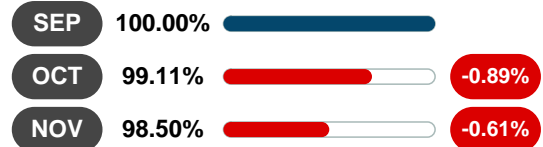


### 3 MONTHS

5 year NOV AVG = 95.99%

High Sep 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **98.50%**  
above the 5 yr NOV average of **95.99%**



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.17%	92.05%	92.05%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	6	12.50%	90.28%	95.09%	83.43%	0.00%	0.00%
\$75,001 - \$125,000	9	18.75%	100.00%	100.08%	100.00%	91.20%	0.00%
\$125,001 - \$200,000	12	25.00%	99.17%	90.06%	99.17%	107.44%	0.00%
\$200,001 - \$300,000	8	16.67%	98.31%	87.54%	100.00%	91.09%	0.00%
\$300,001 - \$400,000	5	10.42%	94.14%	0.00%	96.60%	89.14%	0.00%
\$400,001 and up	6	12.50%	98.51%	98.51%	100.00%	92.37%	93.89%
Median Sold/List Ratio		98.50%		93.18%	99.97%	91.79%	93.89%
Total Closed Units		48	100%	11	30	6	1
Total Closed Volume		10,122,000		1.73M	6.25M	1.72M	422.50K



# November 2021

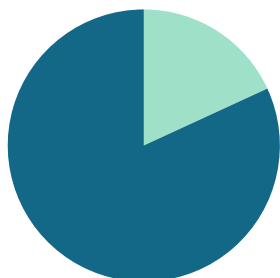
Area Delimited by County Of Mayes



## MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

### INVENTORY

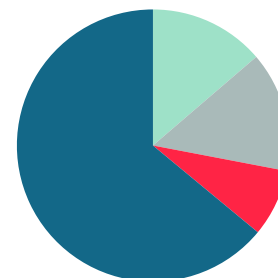


**Inventory**  
 New Listings  
**62 = 18.13%**  
 Start Inventory  
**280**  
 Total Inventory Units  
**342**  
 Volume  
**\$116,411,835**

### Market Activity

Closed Sales  
**48 = 13.71%**  
 Pending Sales  
**50 = 14.29%**  
 Other Off Market  
**28 = 8.00%**  
 Active Inventory  
**224 = 64.00%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	53	48	-9.43%	523	598	14.34%
Pending Sales	46	50	8.70%	579	627	8.29%
New Listings	69	62	-10.14%	1,016	907	-10.73%
Median List Price	150,000	159,500	6.33%	133,500	149,900	12.28%
Median Sale Price	170,000	157,500	-7.35%	129,900	145,000	11.62%
Median Percent of Selling Price to List Price	97.09%	98.50%	1.45%	97.63%	100.00%	2.43%
Median Days on Market to Sale	24.00	30.00	25.00%	30.00	18.00	-40.00%
Monthly Inventory	362	224	-38.12%	362	224	-38.12%
Months Supply of Inventory	7.91	4.17	-47.33%	7.91	4.17	-47.33%

**Absorption:** Last 12 months, an Average of **54** Sales/Month

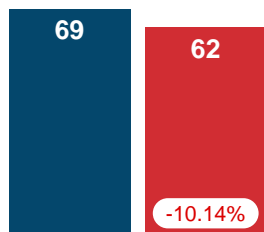
**Inventory** on November 30, 2021 = **224**

**2020** **2021**

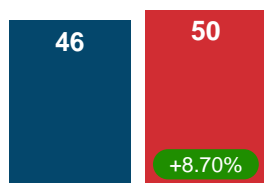
### NOVEMBER MARKET

### MEDIAN PRICES

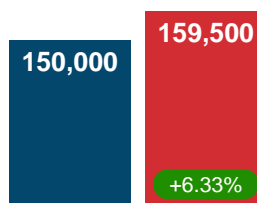
#### New Listings



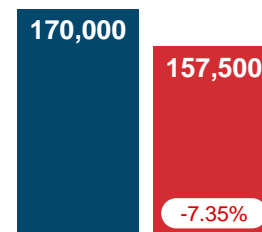
#### Pending Listings



#### List Price



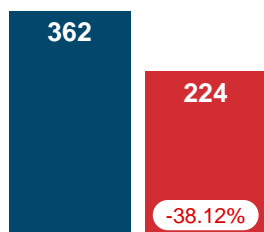
#### Sale Price



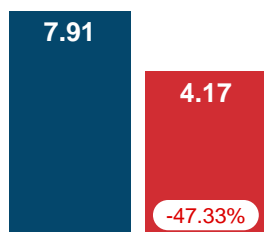
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

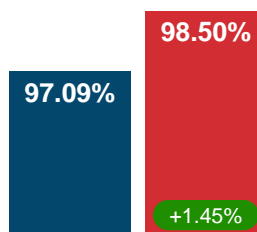
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

